



# VIGNOBLES & SIGNATURES

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VIGNOBLES & SIGNATURES

# WHO ARE WE?

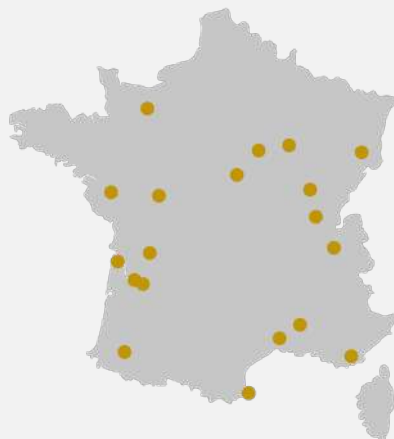
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The Vignobles & Signatures Club was created in 1984 following Jean-François Janoueix's initiative. It happened naturally at Vinexpo, which is a place for meetings, friendly exchanges and opportunities allowing winegrowers to appreciate their openness and complementarity. This occasion gave way for 8 winegrowers from 8 major appellations to come together and present their wines, each estate a reference from their appellation.

Vignobles & Signatures is the undeniable success of an association based on solidarity between winegrowers and the love of a job well done. A club, men, women and 17 family businesses with signature wines and spirits of excellence that will make you travel to the heart of the most beautiful French appellations. A strong and dynamic collective for a palette of reference estates, growing together every day, all having a rich wine history through generations, reflected in each of the wines. Today the Club represents one of the most important economic forces of the French vineyard, with 1900 hectares of vines, 63 appellations, 410 employees and model family entities within their appellations. Winegrowers of emotion, artisans of the vine and wine, world-renowned properties combining tradition, commitment, and a unique know-how. Vignobles & Signatures is a human adventure, singular and plural, where sharing, interaction, and transmission are at the heart of a common ethic and vision.

**Vignobles & Signatures is also about interactions and discussions on:**

- TECHNIQUES
- IDEAS
- MEANS
- SALES PRACTICES



## KEY FIGURES

**17**

FAMILIES

**63**

APPELLATIONS

**1900**

HECTARES OF  
VINES

# OUR VALUES:

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## FAMILY & HUMAN VALUES:

Transmit & share skills, expertise and experiences to move forward together. Sharing a wine history that goes back several generations, wines & spirits and human moments: man at the heart of the Club.

## COMMITMENT, RESPECT & ETHICS:

Commitment is a founding value of the Club. Commit to one's family and one's estate. Commit to one's customers. Commit to one's Club. Committing to one's region and its terroir with environmental and social respect.

## DYNAMISM & PASSION AS THEIR DRIVING

Guided by excellence, passion drives us to excel and innovate. The success of the Club is based on the conviction, support, mobilization and dynamism of all Club members.

## EXCELLENCE & KNOW- HOW:

The Club draws its tradition and know-how from the depths of its roots. The Club is distinguished by the excellence of its products, a natural elegance that is signed by each of the estates. The French reference for each appellation.



# DOMAINE ABECASSIS COGNAC

Number of hectares : 380

Appellation : Cognac



OUR "AMBASSADOR"  
CUVÉE

All stages of production are undertaken independently in view of adapting the various procedures to the vineyards' specific terroirs.

Each Cognac is presented on the site: every estate has its own vines, cellar, distillery and storage warehouse. All in all, it boasts over 28 cellars, all of which have their very own special features, and 5,000 oak casks, which gradually produce supple and round characteristics.

Vines are certified with HVE 3.



Present in 42 countries around the world.

100% of the vineyard is committed to the environment (Haute Valeur Environnementale HVE)

24 cuvées



## HISTORY

It all began with a quest for exceptional aromatic qualities, that brought Francis to Charente at the end of the 20th century where he discovered exceptional vineyards.

## TODAY

Domaines Francis Abécassis is currently one of the biggest independent producers of the Cognac appellation and one of the most rewarded estates worldwide. They're present in France and abroad in 42 countries.

It all starts in the vineyard with a discovery of the terroir's distinct features, followed by a visit of the distillery to learn about winemaking and Charentes-style double distillation, and of the cellar, where you will savor aromas of ageing brandies. The tour ends with a presentation of the blending secrets used to create different Cognacs. A commented tasting in the estate's boutique concludes the visit.

## A SPIRIT OF INNOVATION

Single Estate Cognac sums up the philosophy of Francis Abécassis, convinced that blending eaux-de-vie from exceptional estates produces typical and strong Cognacs that can't be imitated. Profoundly attached to the terroir, he decided to elaborate distinct Cognacs, depending upon their locality.

# DOMAINE CAUHAPÉ JURANÇON

**Number of hectares :** 54 hectares  
composed of: Camaralet 3,5 ha, Lauzet 5,5 ha, Petit  
Manseng 32 ha, Gros Manseng 12 ha, Courbu Blanc 1  
ha – 25 parcels at altitude

**Appellation :** Dry Jurançon



OUR "AMBASSADOR"  
CUVÉE

An artisan winemaker tuned to nature's generosity  
In the heart of Jurançon, between the Pyrenees and the  
Atlantic, the region's climate is characterized by the harshness  
of the mountains and mild oceanic conditions. Combined  
with the quality of the terroir, a precious mix of clay, silica and  
pebbles, it draws out the quintessence of the noble varieties  
of Jurançon.



Present in 24 countries around  
the world,

100% of the vineyard is  
committed to the environment  
(HVE)

15 cuvées



## HISTORY

Back in 1980, Henri Ramonteu, passionate about the  
few vines that grew around his property, gave up his  
life as a farmer to learn about winemaking on his own.  
In just a couple of years, he transformed Domaine  
Cauhapé into one of the most prestigious of the  
appellation, having learnt the tricks of production and  
anticipation of the market demands.

## TODAY

Henry wants to obtain varietal aromas and ageing  
potential. He himself recognises only two prominent  
Bordeaux masters of the art, Émile Peynaud and Denis  
Dubourdieu.

Annual production: 320,000 bottles.

Distribution: 50 % traditional, 25 % direct sales, 25%  
export sales (Belgium, The Netherlands, Québec,  
Japan...).

## A SPIRIT OF INNOVATION

The Estate was able to steer its production towards dry white wines which now represent 75% of their produced  
wines. "It is the most important private estate in Jurançon and the most popular brand in high-end restaurants  
and luxury wine merchants. Henri Ramonteu has perfected the production of sweet wines, with their  
spectacular bouquet and fascinating length on the palate. Not to mention a wide range of dry wines each with  
a unique personality. But still, they all share the house style: a concentrated fruitiness of great purity, perfectly  
balanced by the liveliness attributed specifically to the region. Brilliant" Bettane et Desseauve 2020



# DOMAINE COULY- DUTHEIL CHINON

**Number of hectares :** 97 in Chinon  
and 7 hectares in Saumur

**Appellations:** Chinon and Saumur/Saumur  
Champigny



CUVÉE  
“AMBASSADEUR”

The estate is compliant with the principles of reasoned agriculture, respecting the environment. This rigor allows Couly-Dutheil to preserve the natural quality of the grapes and to harvest Cabernet Franc and Chenin at full maturity. The personality of each terroir can thus be fully expressed and offer wines combining fruitiness, generosity and elegance. Domaine Couly-Dutheil owns prestigious terroirs including Clos de l'Olive and the very famous Clos de l'Echo, which was owned by the parents of the Chinon writer François Rabelais.

Present in 20 countries around  
the world.



12 Chinon cuvées



## HISTORY

Founded in 1921 by Baptiste Dutheil, Domaine Couly-Dutheil has become a true reference for the Chinon appellation.

## TODAY

Arnaud Couly-Dutheil, owner and winemaker of the family estate, passionate about the expressions of ripe fruit and silky tannins, decided to have an approach favoring the phenolic maturity of Cabernet Franc with harvests ending regularly late October or early November. "My number 1 goal is to hold on to the Chinon fruit so that the wine expresses itself from the start, then to lengthen the aromatic palette by working on aging. Our family of wines allows us to reveal the diversity of the terroirs in Chinon."

## A SPIRIT OF INNOVATION

The team at Domaine Couly-Dutheil exploits all the diversity of the Cabernet Franc grape variety by offering red Chinon such as Clos de l'Echo but also by vinifying unique wines such as Blanc de Franc, a white wine made from Cabernet-Franc.

The wines are regularly distinguished in French and international competitions.

# COUME DEL MAS

BANYULS, COLLIOURE,  
CÔTES DU ROUSSILLON

**Number of hectares : 43**

**Appellations :** Banyuls, Collioure, Côtes du Roussillon, Muscat de Rivesaltes, Rivesaltes, IGP Côtes Catalanes



**OUR "AMBASSADOR"  
CUVÉE**

Coume del Mas was born with the 2001 vintage. The estate now has 16 hectares of vines in 34 separate parcels, and has one of the finest reputations in the Collioure Appellation and indeed the whole Roussillon region.



Present in 22 countries around the world.

100% of the vineyard is committed to the environment (Organic, HVE)

Over 20 cuvées



## A SPIRIT OF INNOVATION

Joining Vignobles & Signatures in 2017 was the logical step in the spirit of sharing, creativity and solidarity.

"Coume del Mas has an extensive range of absolutely remarkable products." Bettane et Desseave

## HISTORY

Philippe Gard trained as an agricultural engineer specialising in viticulture and oenology. Always a winegrower at heart, he started growing and making wine in the foothills of the Pyrénées in 1997, with vines high above the town of Banyuls. From the very beginning, Philippe has applied the utmost rigour to his work in the vineyard and the winery. Of course, it is the potential of the diverse old vines grown on rocky terraces that shape his work. Each cuvee is the reflection of a vintage on a particular terroir of schist.

## TODAY

Philippe Gard joined Julien Gril and Andy Cook in 2006 to reanimate the venerable historic estate Mas Cristine – part of the Côtes du Roussillon appellation in Argelès since 1810 with its 25 hectares of vines are at around 250m above sea level, and the schist soils of the Albères hills. Situated only a few kilometers from Coume del Mas, the work here continues the desire to understand and express the best Roussillon terroirs. In addition to the classic Mas Cristine wines, the winery produces the Consolation range with a selection of micro-cuvées from the very best sites, Terrimbo in Collioure (organic certified production) and a range of Côtes Catalanes IGP wines under the Tramontane label.

# CHAMPAGNE DRAPPIER

## CHAMPAGNE

Number of hectares : 60  
Appellation : Champagne



OUR "AMBASSADOR"  
CUVÉE

A family in Champagne since 1604!

The vineyard Champagne Drappier (in Urville) is distinguished by its significative proportion of Pinot Noir (70 %) while Chardonnay (15 %) and Pinot Meunier (15 %) assure balance in the blending. The Drappier family grows four minority grapes: Arbanne, Petit Meslier, Blanc Vrai, Fromenteau. The 60 hectares extend over limestone hills dating from the Kimmeridgian Jurassic period, which is typical of the landscape in Côte des Bat.



Present in 110 countries around the world.

100% of the vineyard is committed to the environment and 50% is certified organic  
15 cuvées



## HISTORY

Since its foundation in 1606, the House from the Aube department has been managed by the family, the origins of which go back to Rémy Drappier in 1604.

## TODAY

Each parcel is harvested at just the right moment and made into separate wines, with the aim of producing a blend to enhance the full expression of each wine. Sulphur is used sparingly to extend the process of second fermentation resulting in fine and discreet bubbles. The "liqueur d'expédition" is aged in oak casks and then in demi-johns for over 10 years to improve concentration. A reduced dosage contributes to the recipe for these elegant and complex champagnes.

## A SPIRIT OF INNOVATION

It was the first Champagne House to be accredited with a "zero carbon" footprint in 2016. A pioneer of "Brut Nature" Champagne, of the reintroduction of old grape varieties, and of fermentation in very large bottles, Michel Drappier thinks about his terroir with curiosity and fascination. The 8th generation is now leading this pioneering spirit, with the vinification of rare cuvées such as "Trop m'en Faut" (100% fromenteau).

**"Close to nature, a Champagne full of character, pure and digestible, for the body and the spirit."**  
**Michel Drappier**



# JEAN DURUP PÈRE ET FILS CHABLIS

**Number of hectares :** 206

**Appellations :** Petit Chablis, Chablis, Chablis Grand Cru (Vaudésirs) et Chablis Premiers Crus (Fourchaume, L'Homme Mort, Vau de Vey, Montée de Tonnerre, Montmain)



**OUR "AMBASSADOR"  
CUVÉE**

The best terroir in Chablis

The family properties include the highest portion of steep and stony best-exposed slopes in Chablis, thereby recognized as a premium "terroir" within Chablis – the kingdom of Chardonnay.

The different Chablis wines commercialized under the "Château de Maligny", "l'Églantière", "La Paulière", "Les Valéry" and "Durup" labels all come from the unique variety used in Chablis: Chardonnay.



Present in 38 countries around the world.

100% of the vineyard is committed to the environment and is currently going through the certification process

14 cuvées



## HISTORY

As far back as we can recall there has always been a member of the Durup family growing vines in Chablis! The Durup family, vintners from father to son, runs vines in Chablis since centuries. Jean Durup has recreated the vineyard of Chateau de Maligny, which was managed by his great grandfather Paul Gally in the 19th century. He inherited only 2 hectares from his father in 1966 and now owns 206!

## TODAY

Jean-Paul Durup has worked alongside Jean since 1996. "Our village is the basis of our roots, of our entire family. We only make Chablis, on an estate allowing us to produce up to 13 different products each year - wines adapted to every palate. They say that wine resembles its producer, I think that this is the case; it's a neat, frank and straight forward wine".

## A SPIRIT OF INNOVATION

Jean bought 5 extra ha of vines Pinot noir and Chardonnay, in order to produce Crémant de Bourgogne. The production of the new wine La Centenaire is going to be limited to a mere 2,500 bottles: planted in 1920 by Justin Durups, Jean-Paul's great great grandfather, this parcel was tilled using a draft horse then handpicked on the 4th of September 2020.

# DOMAINES FABRE

HAUT MÉDOC,  
MARGAUX

Number of hectares : 92

Appellations : Haut-Médoc, Margaux



OUR "AMBASSADOR"  
CUVÉE

Family-owned estates in Haut-Medoc from generation to generation, Domaines Fabre offer wines in Haut-Médoc & in the Margaux appellations, in the heart of the Bordeaux left bank.



Present in 31 countries around the world.

100% of the vineyard is committed to the environment (HVE and Bee Friendly)

17 cuvées



## HISTORY

In 1964, this historic property from the Fabre family, Château Lamothe-Cissac, was acquired. But the history of this estate goes back much further. Many vestiges of very different periods have been found, making it possible to establish that the Romans, more than 2,000 years ago, had already identified this terroir for the production of quality wines.

## TODAY

Mélanie and Jean-Hubert, the 3rd generation, are gradually taking over from their parents while drawing on their experience. All together, they continue to develop the family estates by innovating in the vineyard and the cellar, by committing ever more to a real environmental approach and by opening the estate to wine tourism.

## A SPIRIT OF INNOVATION

As of the 2018 vintage, micro-cuvées are vinified. The cuvée Fabre de Nature, without added sulphites and 100% Cabernet Sauvignon and the cuvée Fabre on the Rocks, 100% Malbec, saw the light of day. Domaines Fabre also integrated in 2021 the RSE Bordeaux Cultivons Demain led by the interprofession of Bordeaux, the CIVB.

**"What gives the value of a wine is not the price, but the pleasure and emotions it gives"**

# FIGUIÈRE

## CÔTES DE PROVENCE

**Number of hectares : 125**

**Appellations :** Côtes de Provence, Côtes de  
Provence La Londe, IGP Méditerranée



**OUR "AMBASSADOR"  
CUVÉE**

With the acquisition of 35 new hectares of vines in 2019, with Château Barbeiranne in Pignans, its clay-limestone terroir bathed in a continental climate, comes together with singularity in the Signature range.



70% of the vineyard is organic, certified by Ecocert, and 30% is under conversion in the Barbeiranne vineyard, and will successfully be converted as of the 2022 vintage.



"Nature is a luxury!"

### HISTORY

The Figuière "Style" is well present in the white and red wines, but what keeps fascinating the family are the beautiful and Grand Rosés! Whatever the color, the wines are elegant and fine, of mineral structure, taking us back to those Burgundy wines that Alain Combard vinified for 25 years in Chablis.

### TODAY

Alain Combard's three children are partners in order to "successfully defend their paternal heritage". They are fully enjoying their family business.

### A SPIRIT OF INNOVATION

The Combard family, owner of Figuière, announces the acquisition of Château Barbeiranne (Pignans, Côtes-de-Provence) in December 2019. In Figuières Vins de Provence premiumization of the ranges strategy, the wines of Barbeiranne will now be vinified on site and then blended by Figuière in La Londe- les-Maures, with those of the Signature range, the first Côtes-de-Provence wines in the Figuière portfolio: the historic terroir of Figuière in La Londe is renowned for the finesse of its schist soils; the terroir of Barbeiranne will be complementary, bringing a beautiful structure thanks to its clay-limestone soils. Thanks to this acquisition, Figuière takes control of 120 hectares in Côtes-de-Provence and Côtes- de-Provence La Londe. Faithful to its environmental commitment, the estate has initiated a process of organic conversion of the entire vineyard of Château Barbeiranne, certification will be achieved for the 2022 vintage in 34 hectares.

# GUILBAUD FRÈRES MUSCADET

Number of hectares : 60 en propriété  
Appellations : Muscadet Sèvre et Maine AOC



OUR "AMBASSADOR"  
CUVÉE

The estate offers a range of appellations coming from the family expertise: Clos du Pont (2 ha in Mouzillon), Château de La Pingossière (20 ha property in Vallet), Domaine de la Moutonnière (an 8 ha vineyard in Mouzillon) and Clos de Beaugard (a 20 ha property in Mouzillon). Ideal location for the vines combined with the family's in-depth knowledge of the land, have built Guilbaud Frères' reputation as quality wine producers.



Présence dans 22 pays dans le monde.

100% du vignoble engagé dans une démarche environnementale HVE niveau 3.

7 à 8 cuvées



## HISTORY

Coming from a long line of vintners, Edouard and Marcel Guilbaud founded Guilbaud Frères in 1927. They were firmly committed to the quality of their production.

## TODAY

The family's third and fourth generations have perpetuated this tradition with the same seriousness. Romane, Pascal and Martine Guilbaud's daughter, and Maxime Fernandez made their first harvest in 2016.

## A SPIRIT OF INNOVATION

Pascal Guilbaud pointed out that the term – "on lees" – is somewhat ambiguous. Indeed, "on lees", implies that the wine has to be bottled before the 1st of December of the year of harvest. The term is associated with a young, slightly sparkling wine, with primary aromas. As Clos du Pont is bottled after this period it cannot bear this denomination. However, the maturing of Guilbaud on lees boosts the wine's matter, structure and ageing potential: the estate actually sells wines from 2009 to 2021.

"There is not just one Muscadet, but many Muscadets, where one must discover in each the finesse that one looks for."

# DOMAINE DE L'HORTUS LANGUEDOC

Number of hectares : 80

Appellations : Pic Saint Loup, Val de  
Montferrand, Languedoc



CUVÉE  
"AMBASSEDEUR"

At the foot of Pic Saint-Loup and the Hortus mountain, Domaine de l'Hortus benefits from a wild and ancestral terroir in the garrigue of the Montpellier inland. An exceptional land in a landscape of raw beauty, which has inspired for half a century our passion for the creation of authentic wines in a continuous quest for perfection. Pioneer and visionary, our family has always combined the tradition with modernity and combines its know-how with exemplary practices. From the vine to the wine, the gestures are imbued with requirement, patience, precision but also with respect for the terroir.

Present in 30 countries around the world

100% of the vineyard is committed to the environment (HVE)

7 cuvées



## HISTORY

In the 1970s, Jean Orliac, who majored in agronomy and was keen on delicate agriculture, was struck by the beauty of his discovery: a wild landscape, wilderness and abandoned parcels, in which he detected a terroir of extraordinary potential. Hard work and the support of Marie-Thérèse made the rest possible.

## TODAY

With the second generation, the knowledge of our terroir deepens, the practices in the vineyard and in the cellar are refined and perfected. Our loyal team is now at the top of their game and young newcomers quickly integrate the values of our small family business. Marie, François, Yves and Martin Orliac, together guarantee a high level of exigence on a daily basis and in their long-term choices.

## A SPIRIT OF INNOVATION

Terre d'émotion, in summer, the estate welcomes artists and the general public at the foot of the Hortus cliffs for a musical festival "Hortus live". Between concerts and discovery of selected wines and local products, musicians and visitors mingle with winegrowers in a moment of celebration.

"We bring life back to forgotten terroirs. Our vineyard is the fruit of half a century's work of patience."



# VIGNOBLES JOSEPH JANOUEIX SAINT-ÉMILION

**Number of hectares : 173**

**Appellations :** Saint-Emilion Grand Cru,  
Saint-Emilion Grand Cru Classé, Pomerol, Grand  
Vin de Pomerol, Côtes-de-Castillon, Bordeaux  
Supérieur, Saint-Georges-Saint-Emilion



**OUR "AMBASSADOR"  
CUVÉE**

An internationally renowned company managed with tenacity and precision since 1696

"Les vins Joseph Janoueix built their solid national and international reputation on their outstanding quality. Reasoned farming methods are implemented as we are driven by a constant concern for quality".



Present in 19 countries around the world.

28% of the vineyard is committed to the environment with HVE level 3.

22 cuvées



## HISTORY

At the end of the 1600s, Jean Janoueix, who was born in Corrèze in 1667, set up a wine merchant house in Meymac near Bordeaux. In 1930 he fulfills his dream: he acquires Château Haut-Sarpe in Saint-Emilion, the terroir of Grands Crus Classés, and in 1932 he founded its own merchant house in Libourne.

## TODAY

Jean-Pierre Janoueix, the manager of Joseph Janoueix SA, acquired in December 2015 Château Queyron and Château Haut Ferrandat 16 hectares, Saint-Emilion Grands Crus. Jean-Philippe Janoueix had acquired in April 2014 Château Cap d'Or (20 hectares), and 30 % of Château Saint-Georges 57 ha, both Saint-Georges-Saint-Emilion. Over 4 generations, the Joseph Janoueix family has remained united and are the masters of different chateaux. Their wines can be found in the Elysées cellars.

## A SPIRIT OF INNOVATION

Château Haut-Sarpe received the Historic Heritage Label from the Provincial Historic Heritage Commission on the 5th of October 2016.

# ALAIN JAUME

## RHÔNE VALLÉE

**Number of hectares : 145**

**Appellations :** Châteauneuf-du-Pape, Lirac, Vacqueyras, Côtes du Rhône, Crozes Hermitage, Saint Joseph et Condrieu Our selections: Ventoux, Rasteau, Gigondas, Cairanne



**OUR "AMBASSADOR"  
CUVÉE**

Jaume family is made of generations of vintners since 1826 in Châteauneuf-du-Pape

The vineyard of Domaines Grand Veneur, Clos de Sixte et Château Mazane are cultivated according to organic growing norms (controlled by Ecocert). "Every wine elaborated reveals the finesse and true expression of the terroir of origin". Côtes du Rhône Les Champavins, a locality situated a few meters from the Châteauneuf-du-Pape appellation area, is another of the estate's emblematic wines.



Present in more than 40 countries around the world.

100% of the vineyard is committed to an organic production.



### A SPIRIT OF INNOVATION

La Table d'Alain Jaume, exclusive at Châteauneuf-du-Pape: a traditional tour of the terroirs and cellars followed by food and wine pairings, commented by the estate's sommelier during a very convivial meal, comprising a unique homemade menu.

### HISTORY

In the 14th century, during their stay in Avignon, the Popes built a pontifical castle in Châteauneuf-du-Pape. Attracted by this exceptional terroir, they developed the vineyard. Domaine Grand Veneur, created in 1979 by Odile and Alain Jaume on ancient parcels of high quality in Châteauneuf-du-Pape, planted with Grenache, Syrah and Mourvèdre, rapidly acquired an international reputation.

### TODAY

The ambition of the family, "craftsmen dedicated to the South Rhône Grands Terroirs", is to "elaborate intense, characterful and typical wines, with an authentic taste.

In 2003, the couple bet on the potential of another nearby Cru – AOC Lirac "Clos de Sixte", under the impetus of their sons. Situated on the Rhône's right bank, a new 11 ha estate in the Vacqueyras appellation was acquired in summer 2013: Hélène Jaume, sister of Sébastien and Christophe, joined the family business to lead Château Mazane, after an immersion in the US distribution industry.

**"There are few better run estates in the world than that of the Jaume Family's [...]" (Jeb Dunnuck)**

# FAMILLE LESGOURGUES

## BORDEAUX, ARMAGNAC

Number of hectares : 240 in 5 entities

Appellations : Bas Armagnac, Bordeaux,  
Graves, Blaye Côtes de Bordeaux, Madiran



OUR "AMBASSADOR"  
CUVÉE

Famille Lesgourgues owns 4 of them : Château de Laubade 105 ha AOP Armagnac - Château Haut Selve 43 ha AOP Graves - Château Le Bonnat 25 ha AOP Graves - Château Peyros 19 ha AOP Madiran, plus Château Loumelat 48 ha AOP Blaye. First established at Château de Laubade, Famille Lesgourgues is now a collection of five prestigious winegrowing properties in Bas-Armagnac, Madiran and in the Bordeaux area. Famille Lesgourgues sells its armagnacs and wines directly on the domestic market and abroad in over 50 countries in five different continents, through its own distribution company, Maison Léda.



Present in 52 countries around the world.

100% of the vineyard is committed to the environment with the labels HVE3 and Terra Vitis.

10 cuvées of wine, 14 blended Armagnacs



## HISTORY

Created in 1870 and located at the heart of Bas Armagnac, Château de Laubade is the most important property in Armagnac with 105 hectares of vines, guaranteeing total autonomy in terms of sourcing and production.

## TODAY

Arnaud and Denis Lesgourgues, 3rd generation, currently co-manage the family business since 1999, their sister Jeanne joined in 2015. The same year, Château de Laubade receives the prestigious Label "Entreprise du Patrimoine Vivant".

## A SPIRIT OF INNOVATION

In 1992, the Lesgourgues family planted, ex-nihilo, 43 hectares of vines in Graves. Château Haut Selve, whose cellar was designed by Sylvain Dubuisson, became the only estate created in the 20th century in Bordeaux.

# MAISON PIRON

## BEAUJOLAIS, MORGON, CHENAS

**Number of hectares : 50**

**Appellations :** Morgon, Brouilly, Chénas,  
Moulin à Vent, Régnié, Fleurie, Beaujolais blanc,  
rouge et rosé, Beaujolais-Villages



**OUR "AMBASSADOR"  
CUVÉE**

The Piron estate makes wine from 50 ha of vines specialized in the Morgon appellation, including Côte du Py. Present in 70 countries, they are one of Beaujolais' major actors.



Present in 70 countries  
around the world,

70% of the vineyard  
is committed to the  
environment (Organic,  
Agroecology, HVE)

21 cuvées



## HISTORY

Dominique Piron oldest ancestor, Etienne Bailly, was born in 1590 in Morgon, generations succeeded for the last 3 centuries. Starting from the 10 hectares from his family, Dominique Piron established in 1988 the Piron trading company to buy grapes in Morgon, it was a first of its kind in the Beaujolais area – the house of Fessy, followed by Jadot and Duboeuf copied this initiative.

## TODAY

The estate is managed by Julien Revillon, an "Original Beaujolais" and 7th-generation winegrower, who arrived in 1993 with 7 ha of vines.

He elaborates wine out of over 50 hectares of vines, derived from the region's best terroirs in view of highlighting the uniqueness of each, with respect for the environment and biodiversity.

## A SPIRIT OF INNOVATION

The project turns towards Agro-ecology which synthesizes the contributions of modern agronomy and the necessary needs for the preservation of the planet. The increase in Biodiversity and the limitation of inputs are the key to 21st century viticulture.

**"Wine - Friends - Food – The mountain - Family - Beaujolais - Life!"**

# DOMAINE RAVIER SAVOIE

**Number of hectares :** 40+

**Appellations :** Apremont, Abymes, Chignin  
Bergeron, Mondeuse Jean de la Porte,  
Roussette de Savoie...



## OUR "AMBASSADOR" CUVÉE

The estate is situated at the heart of the Savoy vineyard, ideally divided into small valleys, in the foothills of the Bauges and Chartreuse massifs, with a majestic view of Mount Blanc in the distance. Boasting High Environmental Value certification since 2019, the vines extend across the chalky-clay slopes of two emblematic local mountains: Mount Granier and Mount Savoyarde.



Present in 25 countries around the world.

100% of the vineyard is committed to the environment (Organic, biodynamic, HVE, Terra Vitis)

21 cuvées



## A SPIRIT OF INNOVATION

Gamay 2019 is acclaimed in the 119 best Gamays of the World in February 2020. At present, there's a place for wines from Savoy next to the greatest growing areas and joining Vignobles & Signatures is a further step in the promotion of a low-keyed vineyard.

## HISTORY

Philippe, a descendant of a family of Savoyard winegrowers, was able to perceive the extraordinary potential of Savoy wines. Bold and adventurous, he is one of the pioneers in the Savoyard wine world. From 3 hectares yesterday, the Domaine Ravier now has over 40 hectares, which favor a great diversity of terroirs, wines and appellations.

## TODAY

Claudine and Philippe's son, Sylvain, joined the company in 2006, after learning the ropes with Georges Vernay and Vincent Dauvissat. His youth and enthusiasm have created new opportunities. He has given impetus to the estate by adapting the products to his personality: passionate about Jacquère, Sylvain elaborates offerings reflecting his image - generous and refined - but always keeping in mind, sharing and conviviality. Claudine has been by Philippe's side since the start to his career. In charge of sales and administrative formalities, she plays an important role. Always attentive, Claudine also has the difficult task of guiding the managers in their decision-making.

**"Here at the Ravier's, the love for sharing and the love for good wine endures through generations"**



# DOMAINE ROUX

CÔTE D'OR,  
BOURGOGNE

**Appellations :** Saint-Aubin, Santenay, Bouzeron, Rully, Mercurey, Chassagne-Montrachet, Puligny-Montrachet, Meursault, Monthelie, Beaune, Aloxe-Corton, Vougeot, Chambolle-Musigny, Gevrey-Chambertin, etc.



OUR "AMBASSADOR"  
CUVÉE

This emblematic estate in Saint-Aubin is also a major producer from Côte d'Or. These world-renowned wines are sold in over 60 countries, primarily in top restaurants, luxury hotels and famous wine merchants.



Present in 60 countries

Some of the vineyard is  
committed to the environment  
(Organic)



## HISTORY

it started in 1665 with a parcel of vines bought by Louis Roux in the village of Saint-Aubin. His grandson Marcel Roux, born in 1927, played a pivotal role in the development of the winery, extending the holdings to over 25 hectares in Saint-Aubin, Chassagne-Montrachet, Puligny-Montrachet, Meursault and Santenay. He was a leading light in establishing the reputation and value of the Saint-Aubin appellation around the world.

Marcel's three sons (Christian, Régis and Emmanuel) joined him and created "Maison" Roux in order to enlarge the portfolio of appellations through buying grapes. At the same time, they continued to develop the estate in new appellations such as Rully and Mercurey in the Côte Chalonnaise, as well as the Côte de Beaune in Aloxe-Corton, Beaune, Ladoix. And finally Côte de Nuits in Gevrey-Chambertin, Vougeot and Chambolle-Musigny. Mathieu and Sébastien - the fifth generation - arrived in the family business in 2003. They focus on "the estate wines, bringing back to life numerous forgotten lieux-dits. The attention to these small details is scrupulous, and became a priority.

## TODAY

In the last 15 years, the family has developed a very precise system of vinification from site selection. The ecological approach of *lutte raisonnée* - with as few additions as possible in the vineyard and winery - has helped the Roux family to protect the origins and terroir of their precious fruit, and to express it in the very purest way.

# CHÂTEAU DE TRACY POUILLY-FUMÉ

Number of hectares : 38

Appellation : Pouilly-Fumé



OUR "AMBASSADOR"  
CUVÉE

Between Bourgogne and Berry, the estate and its 38 hectares extends over the hills of Château de Tracy, situated north of Pouilly-sur-Loire. The Pouilly Fumé from Château de Tracy releases all its potential after 2 years of being bottled. This dry white wine can of course be enjoyed in its youth, however a short ageing period reveals its complex aromatic character, combining notes of citrus fruit, white flowers, spices and minerals.



Present in 45 countries around the world.

100% of the vineyard is committed to the environment (under Organic and Biodynamic conversion)

4 cuvées



## HISTORY

An ancestral vineyard. The estate's archives include a parchment, testifying the acquisition in 1396 of "Champs de Cris" – the parcel of an estate, which still belongs to the family's vineyards. Six centuries of winegrowing tradition began in Tracy

## TODAY

Surrounded by a young and passionate team, their youngest daughter, Juliette d'Estutt d'Assay, manages Chateau de Tracy, according to the very high standards of quality and excellence that have always prevailed here. She encourages the production of strong, expressive and refined wines, respecting natural balances.

## A SPIRIT OF INNOVATION

For many years now, Château de Tracy has been applying audacious agriculture techniques to seek the purest expression of Sauvignon. While particular attention is paid to the well-being of the vines, some parcels can be planted with very high density for a finer expression of the terroirs that constitute this historic vineyard. 2022 will crown this philosophy with the objective of welcoming the first organic vintage.

